

<b>AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT</b>				1. CONTRACT ID CODE <b>J</b>		PAGE OF PAGES <b>1   16</b>	
2. AMENDMENT/MODIFICATION NO. <b>0001</b>		3. EFFECTIVE DATE <b>01-Mar-2017</b>		4. REQUISITION/PURCHASE REQ. NO.		5. PROJECT NO.(If applicable)	
6. ISSUED BY HQ USSOCOM SOF-AT&L-K ATTN: AMY STROTHER 7701 TAMPA POINT BLVD MACDILL AFB FL 33621		CODE <b>H92222</b>		7. ADMINISTERED BY (If other than item 6)  <b>See Item 6</b>		CODE	
8. NAME AND ADDRESS OF CONTRACTOR (No., Street, County, State and Zip Code)				<input checked="" type="checkbox"/> X		9A. AMENDMENT OF SOLICITATION NO. <b>H92222-17-R-0011</b>	
				<input checked="" type="checkbox"/> X		9B. DATED (SEE ITEM 11) <b>24-Feb-2017</b>	
						10A. MOD. OF CONTRACT/ORDER NO.	
						10B. DATED (SEE ITEM 13)	
CODE		FACILITY CODE					
<b>11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS</b>							
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offer <input type="checkbox"/> is extended, <input checked="" type="checkbox"/> is not extended.  Offer must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing Items 8 and 15, and returning <u>1</u> copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.							
<b>12. ACCOUNTING AND APPROPRIATION DATA (If required)</b>							
<b>13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS. IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.</b>							
A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.							
B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(B).							
C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:							
D. OTHER (Specify type of modification and authority)							
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the issuing office.							
<b>14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)</b>  The purpose of this Amendment is to: (1) update Small Business in sections L & M, (2) provide the proposal required response date/time 31-Jul-2017 02:00 PM, (3) update the depository location See Section L.1.3, (4) update the number of offeror copies required to one, (5) no additional questions will be answered after 31 March 2017 no later than 4:00PM EST. Updates are identified in RED text.							
Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.							
15A. NAME AND TITLE OF SIGNER (Type or print)				16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)			
				TEL: _____ EMAIL: _____			
15B. CONTRACTOR/OFFEROR		15C. DATE SIGNED		16B. UNITED STATES OF AMERICA		16C. DATE SIGNED	
_____ (Signature of person authorized to sign)				BY _____ (Signature of Contracting Officer)		01-Mar-2017	

## SECTION SF 30 BLOCK 14 CONTINUATION PAGE

**SUMMARY OF CHANGES**

## SECTION A - SOLICITATION/CONTRACT FORM

The required response date/time 31-Jul-2017 02:00 PM has been added.

The depository location See Section L.1.3 has been added.

The number of offeror copies required 1 has been added.

## SECTION J - LIST OF DOCUMENTS, EXHIBITS AND OTHER ATTACHMENTS

The following have been modified:

SECTION L**Addendum to 52.212-1 -- Instructions to Offerors -- Commercial Items (Oct 2015)****L.1 General Instructions to Offerors**

**L.1.1** This is an all-electronic solicitation release. No Government paper hard copies will be mailed. Amendments to the solicitation will be posted to [www.fbo.gov](http://www.fbo.gov). It is the responsibility of each offeror to review the webpage for notice of amendments, updates, or changes to current information. The exclusive responsibility for the source selection will reside with the Government. Proprietary information submitted in response to this solicitation will be protected from unauthorized disclosure as required by Subsection 27 of the Office of Procurement Policy Act as amended (41 U.S.C. 423) as implemented in the FAR. The proposal and corresponding program will be unclassified and treated as Source Selection Sensitive Information. **Each offeror is limited to one proposed solution to the solicitation requirement.**

**L.1.2** All proposals must be complete, self-sufficient, and respond directly to the requirements of the solicitation. Any commitments made in the proposal shall become part of the resultant contract. Any significant inconsistency, if unexplained, raises a fundamental issue of the offeror's understanding and/or ability to perform under a contract and may be a basis for rejection of the proposal. Mere parroting of the requirements of the solicitation is not acceptable and may be a basis for rejection of the proposal. In no case shall words like "we will comply with the requirements of the contract," or equivalent statements, be acceptable to meet the requirements of this RFP. Failure to comply with these instructions may result in an offeror's proposal being excluded from further consideration for award. Offerors shall submit with their proposal a list of names and telephone numbers of persons authorized to conduct negotiations.

**L.1.3** Mailing Instructions. Proposals are due by **2:00 PM July 31st, 2017** and shall be sent electronically, mailed or hand carried and clearly marked as follows to the following address:

USSOCOM  
ATTN: AMY STROTHER, SOF AT&L-KR  
Re: Solicitation Number H92222-17-R-0011  
7701 Tampa Point Boulevard  
MacDill AFB, FL 33621-5323  
Primary Telephone: (813) 826-7055  
Email: amy.strother@socom.mil

Product Samples (PS) are due by **2:00 PM May 31st, 2017** and shall be delivered to the following address:

COMMANDER

Attn: JXNL – JOHN MUSCATELL

BLDG: 2522

300 Highway 361

Crane, IN 47522-5001

DODAAC: N00164

**L.1.4** The evaluation will consist of an evaluation of the GO/NO-GO Product Samples, Technical/Management, Past Performance, and Price as outlined below. After completion of the evaluation, the Government may establish a competitive range and conduct discussions. The Government reserves the right for efficiency purposes to only include the most highly rated proposals in the competitive range. The Government may award a single five (5) year Indefinite Delivery/Indefinite Quantity (IDIQ) type contract with Firm Fixed Price (FFP) Contract Line Item Numbers (CLINs) or make multiple contract awards resulting from this solicitation to the responsible offeror(s) conforming to the solicitation. However, the Government may award a contract without discussions based on the initial offers received; therefore, each initial proposal should contain the offeror's best terms from a price and technical standpoint. Absent an immediate award without discussions, in accordance with FAR 15.306(c) a competitive range will be established to limit discussions to the number which will permit an efficient competition among the most highly rated offerors. For efficiency purposes the competitive range may be further limited to the most highly rated proposals.

**L.1.5 Volumes.**

**L.1.5.1 Written Proposal Volumes and Format.** Format of the proposal volumes and any resulting responses to Evaluations Notices (ENs) may be provided in electronic format. The titles and contents of the volumes shall be as defined in Table 1, all of which shall be within the required page limits and with the number of copies as specified and up to 10MB file size may be sent.

**Table L-1: Proposal Volumes**

	Proposal Submissions	Volume	Electronic Copies	Number of Pages
Phase I	Go/No-Go Documentation And Product Samples (3 each)	1	1	20 (Response to Table 1: Phase 1 Testing)
Phase II	Technical	1	1	20 (does not include Technical data sheets, Quality Assurance, or Configuration Management Plan)
	Past Performance	2	1	10 (does not include Consent Letters, Performance Information Sheets submitted)
	Price	3		No Limit
	Contract Documentation and Attachments	4	1	10 pages (does not include in the 10 page maximum: the Signed Standard Form 33 for basic solicitation and each amendment and the Signed Representations, Certifications, Acknowledgements and <b>Small Business Subcontracting Plan</b> )

Each volume must contain the following information which is not included in the page count:

- Cover and title page
- Title of proposal
- Offeror's name, address and Point of Contact (POC) (name/telephone/email)
- RFP number
- Proposal volume number

Table of Contents (The table of contents must provide sufficient detail to enable easy location of important elements)

**L.1.5.2 Page Size and Format.** A page is defined as each face of a sheet of paper containing information. Page size shall be 8.5 x 11 inches, not including foldouts. Foldouts shall not exceed 11 x 17 inches and may be used only for large tables, charts, graphs, diagrams and schematics, not for pages of text. Pages shall be single spaced. Except for the reproduced sections of the solicitation document, the text size shall be no less than what is equivalent to Microsoft Word, Times New Roman, 12 point, uncompressed font. Tracking, kerning and leading values shall not be changed from the default values of the word processing or page layout software. Use at least 1 inch margins on the top and bottom and 1 inch on the side margins. Pages shall be numbered sequentially by volume. These page format restrictions shall apply to responses to Evaluation Notices in the event discussions are held. Embedded tables, charts, graphs and figures shall be used wherever practical and shall be uncomplicated and legible. For tables, graphs and figures, the text shall be no smaller than 8 point.

### **L.1.5.3 Electronic Format**

- (a) Electronic copies shall be provided on CD-ROMs/DVDs, read-only memory, and not re-writeable (RW). A proposal submitted in other than read-only memory format will not be evaluated. Changes, as a result of negotiations, shall be conformed on CD-ROMs/DVDs and have changed information clearly marked by a vertical line in the right margin. Modeling and Simulation data must be provided on separate CD-ROMs/DVDs and marked accordingly directly onto the media (i.e. permanent marker). These media discs must not have adhesive labels attached. All appropriate markings including those prescribed IAW FAR 52.215-1, Restriction on Disclosure and Use of Data, and 3.104, Disclosure, Protection, and Marking of Contractor's Bid or Proposal Information, Source Selection Information, and classification will be applied.
- (b) For the electronic copy, indicate on each CD-ROM/DVD the volume number and title. Use separate files to permit rapid location of all portions, including subfactors, exhibits, annexes, and attachments, if any. Each volume shall be in a different directory on a CD. If files are compressed, the necessary decompression program must be included. The electronic copies of the proposal shall be submitted in a format readable by Microsoft (MS) Office Word 2007, MS Office Excel 2007, MS Office Project 2007, MS Office Power Point 2007, and Portable Document Format (PDF) (Adobe Acrobat) as applicable. Video files should not be embedded in other files. Each volume shall contain a more detailed table of contents to delineate the subparagraphs within that volume. Each volume shall contain a glossary of all abbreviations and acronyms used, with an explanation for each.
- (c) Submit Picture documentation in Joint Photographic Experts Group (\*.jpg) or Portable Network Group (\*.png) compatible format.
- (d) Submit Video media in Microsoft Windows Media File (\*.wmv) compatible format.

## **L.2 PROPOSAL CONTENT**

### **L.2.1 PHASE I**

#### **L.2.1.1 VOLUME 1 - GO/NO-GO Product Sample (PS)**

GO/NO-GO Criteria. This solicitation requires a PS and contains GO/NOGO criteria. Offerors shall submit three (3) functional PS's of their best product design as it exists at the time of the proposal submission due date for Government testing/evaluation. Be advised that the PS shall be functional for the PS evaluation as a stand-alone solution. The PS shall include an operator's manual or quick reference guide explaining operation of the SURG, not limited to assembly/disassembly and cleaning procedures. All items submitted with the PS will be used for both GO/NO-GO testing and if applicable, follow-on PS evaluation testing. The PS shall be delivered at no expense to the Government and will be returned at the Offeror's request and expense in the condition that it completes the evaluation process. The Government shall not remit any payments for an offerors submitted PS's. The offeror shall deliver PS in casings which adequately secure and protect their PS while transporting and for storage during all phases of evaluation as stated in this solicitation. Offerors' shall submit a PS that meets the GO/NO GO criteria as stated in Attachment 05 of this solicitation.

### **L.2.2 PHASE II**

#### **L.2.2.1 VOLUME 1 - FACTOR 1 – TECHNICAL**

**L.2.2.1.1 Subfactor 1: Technical Approach, Configuration Management, Quality Assurance, and Delivery Schedule and Production Capability/Capacity**

- 1. Technical Approach** – Offerors shall provide responses to the performance specification and demonstrate how the solution intends to meet all requirements, identify areas of non-compliance and risk. These identified area shall be accompanied by an acceptable mitigation strategy which is able to manage and/or overcome the shortfalls to deliver a timely quality product. The Offeror may propose to the objective specifications and describe how the solution demonstrates its capabilities as advantageous to the Government. Proposals that merely restate RFP requirements without sufficient evidence to support the offeror's ability to meet the requirements may receive a less than acceptable rating for that requirement.
- 2. Configuration Management Approach** - The proposal shall include a Configuration Management Plan. The offeror's identification of high risk areas and solutions or mitigation strategies are clearly described by providing supporting documentation regarding proposed solutions/actions to avoid high risk areas/actions to minimize performance risk.
- 3. Quality Assurance** - The proposal shall include a Quality Assurance Plan. The Quality Assurance Plan will demonstrate the offeror's ability to deliver a reliable product and how corrective action will be implemented during the production process to ensure that the product(s) will continue to meet contract requirements, comply with applicable regulations and meet environmental objectives throughout production life-cycle. The Quality Assurance Plan will detail all in-process inspections, Acceptable Quality Levels (AQLs), actual sample audits from inspection of raw materials through packaging of the final product, copies of ISO 9001:2008 certifications; and significant partners or subcontractors shall provide ISO 9001:2008 certifications.
- 4. Delivery Schedule and Production Capability/Capacity** - The Offeror shall complete RFP Section F FAR clause 52.211-9. The proposal shall thoroughly discuss and clearly demonstrate the offeror's ability to meet the proposed delivery schedule and the impact facilities, equipment and personnel has on the desired, required and proposed delivery schedules. The proposal shall clearly demonstrate the offeror's monthly capacity and clearly explain its ability to handle surge production. The offeror shall discuss in detail the proposed warranty. The offeror's submission of PS will be used along with the offeror's written proposal demonstrating compliance with performance specification Table I: Phase Two Requirements / Verification References.

**L.2.3 VOLUME 2 - FACTOR 2 - PAST PERFORMANCE**

**L.2.3.1 Contents.** The offeror shall submit a Past Performance Proposal (Volume 2) containing the following:

1. Table of Contents
2. Summary Page describing the role of the offeror and each subcontractor, teaming partner, and/or joint venture partner that the offeror is required to provide Past Performance Information Sheets IAW paragraph L.2.3.2 below.
3. Past Performance Information Sheets, paragraph L.2.3.2 below.
4. Consent Letters executed by each subcontractor, teaming partner, and/or joint venture partner, authorizing release of adverse past performance information so the offeror can respond to such information.

**L.2.3.2 Past and Present Performance Information Sheets.** Submit information on contracts considered most recent (within the last three years) and relevant (see paragraph L.2.3.4) in demonstrating the ability to perform the proposed effort. The offeror shall submit a maximum of three (3) and a minimum of one (1) Performance Information Sheets identifying active or completed contracts, either Government or commercial, for each prime, and a maximum of three (3) and a minimum of one (1) Past Performance Information Sheet for each major subcontractor, teaming partner, and/or joint venture ("major" is defined as those subcontractors, teaming partners, or joint ventures who are projected to perform 25% or more of the total contract effort). The Government defines "recent" as contracts that have been performed during the past three years from the date of issuance of this solicitation. Performance Information Sheets for each contract is limited to five (5) pages (does not include organizational history and any Organizational Structure Change History, SF 294, Subcontracting Report for Individual Contracts, SF 295, Summary Subcontract Report, or audit data). Offerors are cautioned that the Government will use the information provided by each offeror in this volume and information obtained from other sources for the overall evaluation of past and present performance. The Government requests the offeror provide references including current POCs for each contract identified. Contact information for each POC and reference shall include both a phone number and email address.

**L.2.3.3 Offerors** shall submit information on contracts that are considered relevant in demonstrating the ability to perform the proposed overall effort in the information sheets. Information sheets shall include specific information for each effort regarding experience IAW the following areas outlined below. NOTE: If the experience in the following areas was not required under the referenced contract, the offeror shall also indicate that it was not applicable or relevant on the Information Sheet. Offerors should clearly:

1. Provide a brief narrative for each contract or subcontract listed. Explain the nature of the work involved and the extent the work involved was/is similar to the SURG effort in terms of technical requirements, operations, contract scope, schedule, and risk.
2. Demonstrate the ability to deliver production items IAW established delivery schedules.
3. Provide examples of reasonable and cooperative behavior with previous customers.
4. Describe times of commitment to customer satisfaction or customer service.
5. Provide an explanation of any technical issue(s) for each contract that resulted in a failure and/or production stoppage.
6. Provide a copy of any Government Stop Work, Cure, Show Cause or Termination Notices.

**L.2.3.4 Relevant Contracts.** Relevancy will be determined based on contract references reflecting past and present performance over the past three years which is relevant to the following:

**L.2.3.4.1** For the prime offerors, relevancy is defined as contracts that are most similar to this overall effort. Some of the factors in determining relevancy include but are not limited too: (1) Technical and (2) Program Management, the diversity of required expertise, scope of performance, magnitude, project complexity, security classification requirements, business management and control processes, contract type(s), number of employees required, special operations support, other DoD support, and some major functional areas as the weapons and suppressors, etc. The more the overall effort is similar in all areas, the more relevant it becomes.

**L.2.3.4.2** For proposed subcontractors/teaming partners, relevancy is defined by that which reflects experience in the area of expertise the subcontractor is projected to actually perform under the weapons program, (i.e. specific areas in the Performance Specification).

**L.2.3.4.3** When making the relevancy determination the definitions contained within Table L-2 below will be utilized.

**Table L-2: Relevancy Criteria Table**

Very Relevant (VR)
Past Performance effort involved essentially the same scope and magnitude of effort and complexities this solicitation requires.
Relevant (R)
Past Performance effort involved similar scope and magnitude of effort and complexities this solicitation requires.
Somewhat Relevant (SR)
Past Performance effort involved some of the scope and magnitude of effort and complexities this solicitation requires.
Not Relevant (NR)
Past Performance effort involved little or none of the scope and magnitude of effort and complexities this solicitation requires.

**L.2.3.5 No Relevant Contracts.** If an offeror does not have any recent/relevant contracts it must be clearly noted in the proposal as such.

## **L.2.4 VOLUME 3 - FACTOR 3 – PRICE**

**L.2.4.1** The offeror shall complete the pricing in the Schedule for all CLINS considering pricing for economic order quantities (e.g., 1-99, 100 – 350, 351 – 5,500, etc.). Offerors shall propose range/stepladder order quantities and unit pricing for all CLINS and maximize economies of scale. Offerors shall provide pricing for the entire 5 year ordering period. The price volume shall describe all the elements that were used to develop the fully loaded rate.

**L.2.4.2** The proposal shall provide an estimated cost for each report/data identified in the Contract Data Requirements List (CDRL) even though they are not separately priced. The Department of Defense (DoD) requires estimates of data in order to evaluate the cost to the Government of data items in terms of their management, product, or engineering value in accordance with DFARS 215.470. Cost for each “not separately priced” data submission shall include a basis of estimated and be provided IAW 5652.215-9005 Estimated Prices for Data (2000) for evaluation purposes.

## **L.2.4.3 VOLUME 4 - CONTRACT DOCUMENTATION & ATTACHMENTS**

The proposal shall include a completed and signed copy of the Standard Form (SF) 33 to include Sections A through K with appropriate “fill-ins” completed and each amendment, if applicable, either acknowledged (SF 33 block 14) or signed and returned.

**L.2.4.4 Representations, Certifications, and other Statements of Offerors.** The offeror shall provide completed representations, certifications, acknowledgments, and statements requiring explanation or instruction.

**L.2.4.5 Subcontracting Approach -** Large business offerors shall submit a Small Business Subcontracting Plan IAW FAR 52.219-9. The plan shall be submitted with the proposal. The plan shall cover the entire contract period. **If goals were not met on the SF 294/295s on eSRS reports, offerors shall**



provide a detailed explanation as to why the goals were not met. The offeror's subcontracting plan must provide sufficient information to enable the contracting officer to determine if it is acceptable and in accordance with the table below. The Subcontracting plan is a separate document not included in page count. This shall be included in the offeror's proposal as an attachment to Volume 4, Contract Documentation & Attachments.

1. Each offeror shall describe their corporate commitment in providing subcontracting opportunities for small business, small disadvantaged business, women-owned small business, HUBZone small business (no mandated minimum but should still be addressed), veteran-owned small business, and service disabled veteran-owned small business concerns.
2. Describe the strength and specificity of each corporate commitment (i.e., what type of commitment, how binding is the commitment, how specific is the commitment to this proposed effort, and what type of work will be included in these subcontracting opportunities from the overall corporate level).
3. Each offeror shall include a listing of their subcontractors (large and small). For Small Businesses, list the socio-economic category(ies) for each entity.
4. The NAICS code of 332994 Small Arms, Ordnance, and Ordnance Accessories Manufacturing and 332992 Small Arms Ammunition Manufacturing pertains to the prime offeror. The offeror will then be able to determine their subcontractors and the NAICS code for the work that the subcontractor will be performing at the task order level. The NAICS code that is listed for the subcontractor must be listed in the subcontractor's profile, i.e., System for Award Management (SAM), documentation must be provided by the Small Business Administration if the subcontractor does not have a profile in SAM.
5. Offeror can submit their Commercial Small Business Contracting Plan. Commercial Small Business contracting plan shall address category and minimum requirements listed below.

**Table L.3 Subcontracting Approach**

CATEGORY	MINIMUM GOAL
Small business	26%
Small disadvantaged	5%
Service Disabled Veteran Owned Small Business	3%
Women-Owned Small Business	2%
HUBZone Small Business	1%

**L.2.4.6 Exceptions to Solicitation Requirements.** Proposals are required to meet all solicitation requirements, such as terms and conditions, representations and certifications, and technical requirements, in addition to those identified as evaluation factors. Proposals must clearly identify any exception to the solicitation terms and conditions and provide accompanying rationale. Each exception shall be specifically related to each paragraph and/or specific part of the solicitation to which the exception is taken. Provide rationale in support of the exception and fully explain its impact, if any, on the performance, schedule, price, and specific requirements of the solicitation. The proposal shall be

consistent across all volumes (i.e., the Price volume must be consistent with the Technical Volume and shall reflect the understanding and ability to perform according to the performance specification of the contract). Any apparent inconsistency between the promised performance and Price must be explained.

(End of provision)

## **SECTION M**

### **ADDENDUM to 52.212-2 -- EVALUATION--COMMERCIAL ITEMS (OCT 2014)**

#### **M.1 BASIS FOR AWARD**

**M.1.1** The Government may award a single five year Indefinite Delivery Indefinite Quantity (IDIQ) type contract with Firm Fixed Price (FFP) Contract Line Items (CLINs) or make multiple contract awards resulting from this solicitation to the responsible offeror(s) conforming to the solicitation who is determined to represent the best value with appropriate consideration given to the major Factors listed in descending order of importance: Technical/Management, Past Performance, and Price.

Technical/Management is significantly more important than Past Performance, which is significantly more important than Price. When combined, Technical/Management and Past Performance are significantly more important than Price. The Government reserves the right to not make any awards.

**Table M - 1: Evaluation Methodology**

<b>Proposal Submissions</b>		<b>Evaluation Method</b>
GO / NO GO Criteria		Pass/Fail
Technical	Factor 1	Color/Risk
Configuration Management, Quality Assurance, Delivery Schedule and Production Capacity/Capability	Subfactor 1	Color/Risk
Past Performance	Factor 2	Confidence Rating
Price	Factor 3	Total Price (All Years)
<b>Contract Documentation &amp; Attachments</b>		<b>Acceptable/Unacceptable</b>

Evaluation of offers will be taken into consideration the advantages and disadvantages to the Government that might result from making an award, particularly the risk to the Government from a technical integration, logistics, and administrative cost perspective. The Government will make appropriate tradeoffs when required and select the proposal that is most advantageous to the Government.

Offerors are cautioned that an award may not necessarily be made to the lowest price offeror. If multiple awards are made, contractors will be provided a fair opportunity to compete for delivery orders. Each proposal will be evaluated on technical merit and best overall value to the Government, price and other factors considered.

The Government may award a contract on the basis of initial offers received, without discussions. Therefore, each initial offer should contain the offeror's best terms from a cost or price and technical standpoint. Absent an immediate award, a competitive range determination will be made in accordance with FAR 15.306(c) to limit discussions to the number that will permit an efficient competition among the most highly rated offerors.

Proposals shall provide adequate information to enable the Government evaluators to determine the offeror's capability to meet the Government's requirements. Any exceptions to the solicitation's terms and conditions must be fully explained and justified. Offeror's are cautioned that mere repetition or parroting of the Government's requirements without explanation or demonstration of how the proposal shall meet

the Government's requirements may be considered a deficiency. Offerors are cautioned that a deficiency in the area, factor, subfactor, or element of evaluation may be grounds for exclusion of the proposal from further consideration for award.

## **M.1.2 EVALUATION PHASES, FACTORS AND SUBFACTORS**

### **PHASE I: GO/NO GO PS's**

**PHASE II.** Only the proposal(s) evaluated as passing the Go/No-Go Criteria in Phase I will be evaluated in Phase II. The Technical Factor (Factor 1) is significantly more important than the Past Performance Factor (Factor 2), Past Performance Factor (Factor 2) is significantly more important than the Price Factor (Factor 3).

#### **Factor 1 –TECHNICAL**

Subfactor 1: Technical Approach, Configuration Management, Quality Assurance, Delivery Schedule and Production Capacity/Capability.

#### **Factor 2 – PAST PERFORMANCE**

#### **Factor 3 – PRICE**

### **CONTRACT DOCUMENTATION AND ATTACHMENTS**

## **M.2. EVALUATION CRITERIA**

### **M.2.1 PHASE I**

**M.2.1.1 VOLUME 1 - GO/NO-GO PS.** Phase I is a Go/No-Go evaluation conducted in accordance with RFP Attachment 05, Go/No-Go Matrix criteria. The Government will evaluate the content of the offeror's Go/No-Go proposal and PS to determine whether it meets the Government requirements in accordance with the criteria identified in RFP Attachment 05. Any proposal not meeting all Go/No-Go Criteria characteristics constitutes failure of the entire proposal and shall be removed from further consideration of award without Phase II Government evaluation. At the first point of failure, offerors proposal will be removed from further consideration. Only proposals passing all the Go/No-Go criteria will be considered for a Phase II evaluation.

### **M.2.2 PHASE II**

#### **M.2.2.1 VOLUME 1 - FACTOR 1: TECHNICAL**

**M.2.2.1.1 Subfactor 1:** Technical Approach, Configuration Management, Quality Assurance, and Delivery Schedule and Production Capacity/Capacity

1. **Technical Approach.** The Government will evaluate offeror's proposal based on the extent to which the offeror capabilities meet the performance specification. The Government will determine the extent to which the proposal meets the requirements and to what degree the proposed approach indicates an understanding of the requirements per the definitions contained

within Table M-3. The Technical Factor proposals shall be evaluated and rated using the evaluation ratings of a combined technical rating and risk rating. If information regarding evaluation factors is contained elsewhere in the proposal the Government will evaluate such information, but the Government has no responsibility to research and find improperly referenced information.

The Offeror shall submit a Cross Reference Matrix (CRM) for the Technical Volume, similar to the example below, to help ensure that all solicitation requirements are addressed and to facilitate the Government's review of the Offeror's proposal. The CRM should be a single integrated matrix and cross-reference the proposal volume and paragraphs to specific RFP requirements, as well as other parts of the proposal that contain relevant information. The Offeror's CRM may be identical to the example below or revised such as to add columns to indicate the page number on which information may be found, identify where other relevant information in the proposal is located, or provide other comments. The CRM does not count against any of the proposal page limitations.

**Table M-2: Example of a Cross Reference Matrix (CRM)**

<b>Section L. Proposal Inst</b>	<b>Government Performance Specification</b>	<b>Section M. Evaluation Factor</b>	<b>Offeror's Proposal Reference</b>	<b>CLIN Reference</b>
Volume I Technical	Example: Para 3.1 Note: This column shall address all paragraphs in Section's xx and yy of the P-Spec	2.A	Refer to proposal page # and para	CLIN 0001

2. **Configuration Management.** The configuration management plan will be evaluated to determine the extent to which the offeror's potential to successfully complete this contract. The offeror's identification of high risk areas and solutions or mitigation strategies are clearly described by providing supporting documentation regarding proposed solutions/actions to avoid high risk areas/actions to minimize performance risk.
3. **Quality Assurance.** The Government will evaluate the extent to which the offeror's proposed Quality Assurance Plan meets the requirements in the performance specification and solicitation. The plan will be evaluated for its maturity and effectiveness at assuring defect free products are manufactured and delivered to the Government throughout the life of the contract. The inspection plans, Acceptable Quality Levels (AQLs), and audits will be evaluated to ensure clear and effective procedures are in place that can distinguish a conforming product from a non-conforming product. Inspections will be further evaluated to ensure that the offeror has a clear and systemic process in place to aid in the inspection of materials, production lines, and implementing corrective actions. The Government will evaluate the submitted ISO 9001:2008 certifications to ensure validity and currency from the prime Offeror, significant partners, and subcontractors.
4. **Delivery Schedule and Production Capacity/Capability.** The offeror's proposal will be evaluated by the extent to which the offeror has described the necessary facilities, resources, and processes in place to consistently, continually, and successfully manage, manufacture, and make required on-time delivery in accordance with the requirements of this RFP throughout the contract period of performance and any warranty periods.

**Table M-3: Combined Technical (Color) and Risk Ratings**

<b>Color</b>	<b>Rating</b>	<b>Description</b>
Blue	Outstanding	Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. Strengths far outweigh any weaknesses. Risk of unsuccessful performance is very low.
Purple	Good	Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains strengths which outweigh any weaknesses. Risk of unsuccessful performance is low.
Green	Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Strengths and weaknesses are offsetting or will have little or no impact on contract performance. Risk of unsuccessful performance is no worse than moderate.
Yellow	Marginal	Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements. The proposal has one or more weaknesses which are not offset by strengths. Risk of unsuccessful performance is high.
Red	Unacceptable	Proposal does not meet requirements and contains one or more deficiencies. Proposal is unawardable.

**M.2.3. VOLUME 2 - FACTOR 2: PAST PERFORMANCE.** The Past Performance evaluation considers the offeror's (including prime and subcontractor) demonstrated record of performance in providing similar and/or related contracts, in terms of size, scope, and technical complexity, for the last three years. Emphasis will be placed on recent, relevant experience as defined in Section L. During the source selection process, the Government will assess the relative risk associated with each offeror's past performance.

**M.2.3.1** The Government will conduct an in-depth review and evaluation of all performance data obtained to determine how closely the work performed under those efforts relates to the current requirement. The performance evaluation will be based on the data gathered by information sheets, questionnaires, eSRS data base, and/or the Contractor Performance Assessment Reporting System (CPARS) reports as available through the Past Performance Retrieval System (PPIRS), and Federal Awardee Performance and Integrity Information System (FAPIS). The Government is not limited to these resources. Offerors are cautioned that the Government may also use data obtained from other sources. Since the Government may not necessarily interview all of the sources provided by the offerors, it is incumbent upon the offeror to explain the relevance of the data provided. Offerors are reminded that while the Government may elect to consider data obtained from other sources, the burden of proving good

past performance rests with the offeror. If no relevant historical or current data exists then the procedures of FAR 15.305(a)(2)(iv) will apply.

**M.2.3.2** The Government will evaluate the past performance efforts (that meet the recency and relevancy criteria in Section L) in order to determine the Government's overall level of confidence in the offeror's ability to successfully perform the required effort. In the Government's evaluation of the offeror's proposal, the following aspects will be considered: Schedule Planning and Control, Quality Assurance, and Customer Service. This includes administrative aspects of performance, offeror's history for reasonable and cooperative behavior, and commitment to customer satisfaction and the offeror's professionalism and concern for customer interests, as well as, the offeror's ability to meet delivery schedules. The results of this evaluation will form the basis of the offeror's Confidence Rating. The Confidence Ratings with definitions that will be utilized are contained within the 2011 DoD Source Selection Procedures dated 4 March 2011. The definitions found in Table M-4 will be utilized.

**Table M-4: Performance Confidence Assessments**

Rating	Description
Substantial Confidence	Based on the offeror's recent/relevant performance record, the government has a high expectation that the Offeror will successfully perform the required effort.
Satisfactory Confidence	Based on the offeror's recent/relevant performance record, the government has a reasonable expectation that the Offeror will successfully perform the required effort.
Limited Confidence	Based on the offeror's recent/relevant performance record, the government has a low expectation that the Offeror will successfully perform the required effort.
No Confidence	Based on the offeror's recent/relevant performance record, the government has no expectation that the Offeror will be able to successfully perform the required effort.
Unknown Confidence (Neutral)	The offeror has stated they have no recent/relevant performance record.

**M.2.3.3** Contractor must clearly state in the proposal if they have no relevant prior past performance. If left blank, the proposal will be considered deficient and may be excluded from further consideration for award.

**M.2.4 VOLUME 3 - FACTOR 3: PRICE EVALUATION.** Price will be evaluated in order to determine that it is complete and balanced, as well as fair and reasonable IAW FAR 15.404 to include ensuring it is commensurate with the Technical proposal and the price is not unrealistically low or unreasonably high without valid explanation.

**M.2.4.1 Total Evaluated Price (TEP)** Price will not receive a color rating or score. A TEP will be calculated for evaluation purposes and the proposal will be evaluated for completeness, realism, and reasonableness. Partial proposals are not permitted, the TEP will be calculated for the entire requirement, based on pre-set quantities each year as laid forth in the Source Selection Plan(SSP) (these pre-set

quantities will not be disclosed to offerors). Offeror's proposed step-ladder pricing will be applied to the pre-set quantities established in the source selection plan and will be used to generate CLIN series XXX4 TEP. This will be combined to the other (0001, 0002, XXX3, XXX5, and 0006) TEPs for an overall TEP as follows:

**Table M-5: Total Evaluated Price Matrix**

<b>CLIN</b>	<b>Item Description</b>	<b>Max Quantity</b>	<b>Unit</b>
0001	SURG Validation/Verification Test Units	10	Each
0002	SURG User Assessment Test Units	10	Each
0003 – 4003	Train the trainer course	60	Each
0004 – 4004	SURG Production system	Pre-set SSP qty's	Each
0005 – 4005	Engineering Services	NTE \$500,000	Lot
0006	ELINS - Provisioning Item Order (PIO Parts)	NTE \$1,000,000	Lot

**NOTE:** Under the Multiple Award Contract quantities listed are maximum for the program. Offerors must not assume maximum quantities will be awarded to each or equally divided. Delivery Orders will be competed for award.

**NOTE:** All quantities are for evaluation purposes only and should not be construed as guaranteed contract quantities. Prices are in relation to estimated quantity the Government intends to purchase in the outlined Table M-5. For evaluation purpose only, the Government reserves the right to adjust an offeror's proposed quantity (and the subsequently related price). Price reasonableness shall be determined through competitive commercial market prices and IAW the guidelines set forth in FAR 15.404-1. The table M-5 reflects the maximum quantities for each CLIN that the offered price(s) will be based. The Government is not obligated to purchase anything other than the minimum as set forth in the solicitation.

**M.2.5 VOLUME 4 - CONTRACT DOCUMENTATION & ATTACHMENTS.** Contract documentation and attachments shall be submitted in accordance with the instructions in the RFP. The entire proposal (Volume I through IV) will be evaluated to determine the extent to which Offerors are required to meet all solicitation requirements including terms and conditions, representations and certifications, technical requirements, and small business subcontracting plan in addition to those identified as factors. Proposals will be evaluated to ensure the offeror has clearly identified any exception to the solicitation terms and conditions and provide complete accompanying rationale and that all volumes are cohesive. All volumes must be cohesive, i.e., the Price volume must be consistent with the Technical Volume and shall reflect the understanding and ability to perform according to the performance specification of the contract. Any notable findings affecting Technical, Past Performance, and Price factors from the Government's assessment of the Contract Documentation & Attachments Volume will be captured under the applicable Area above.

(End of provision)

(End of Summary of Changes)

